



European Rail Freight Association (ERFA), represents the independent rail freight sector across the whole value chain :

- Railway Undertakings (RUs)
- Wagon keepers
- Leasing companies
- Freight forwarders
- National rail associations

ERFA's main objective is to grow rail freight modal share through making the rail freight more competitive - leading to reduced costs and improved service quality for customers

How does ERTMS fit into this objective?



Support the long term vision of a one European signalling system!

Need transitional support in the implementation period

Costs will increase, not reduce until ERTMS is fitted on all routes!

Support the safety and capacity improvements ERTMS will bring

There is no business case for operators to invest !

Need more & transparent engagement of Member States to find viable finance solutions

Need targeted EU funding on cross-border routes

ERTMS is very expensive – when will it be cheaper?

Want better coordination of Member States for international corridor roll-out!

I cant put up my prices to customers – they will transfer to road!

Lack of consistency in the ERTMS product – it does not provide interoperability!



If I were a manager of the ERTMS team...

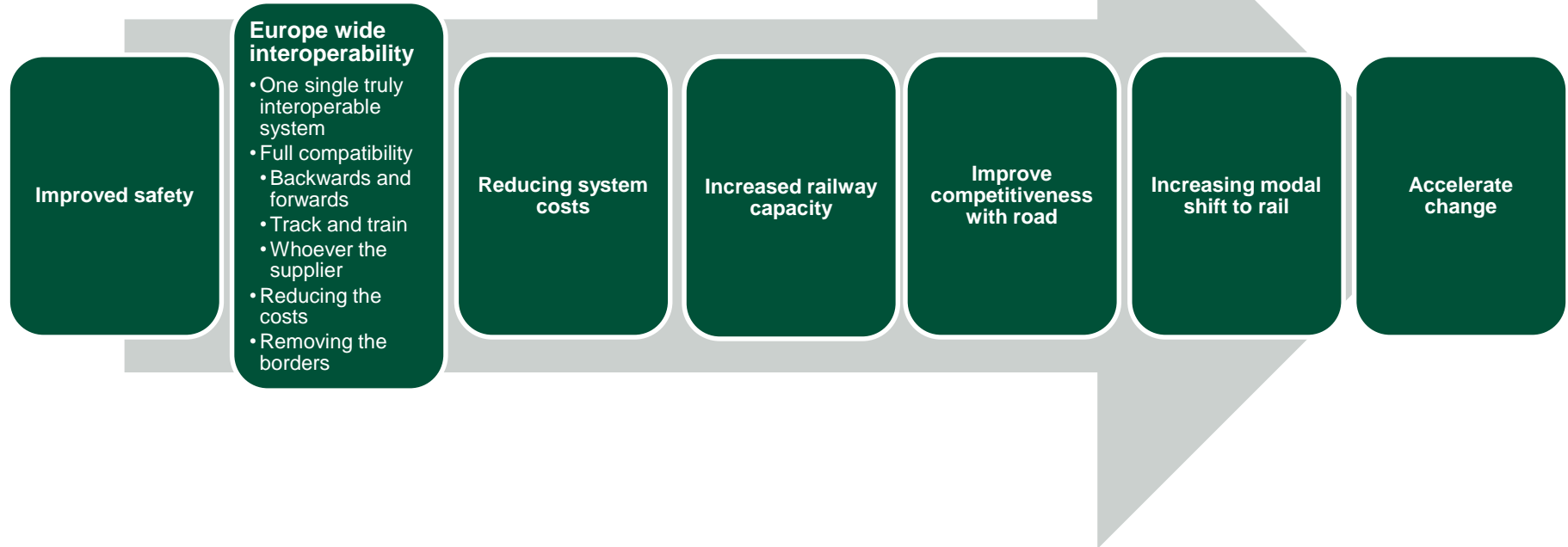
Who do I want on my team?

All the players aiming at the same outcome will make a winning team:

- All Railway Undertakings
- All Infrastructure Managers
- Regulatory bodies
- Roscos
- Equipment suppliers
- Loco manufacturers
- European Commission
- European Rail Agency

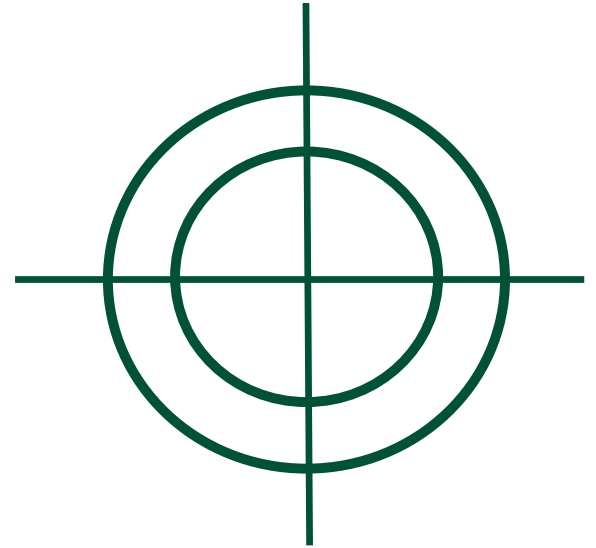


Aim for the ERTMS goals!



Only shoot at the goals!

- Don't shoot at each other!
- Focus on the outcome – ultimately modal shift to rail
- Full signal interoperability is a goal worth shooting at
- All players should work to the same game plan:
 - Clear deployment strategy (national and EU level)
 - Focus on interoperability on corridors



Play as a team not individual players!



There is no point having a lovely green and grassy pitch if your players don't have a ball!

ERTMS is a system solution

Track and train fitment must be co-ordinated

Track and train should be invested in at the same time

Transitional arrangements need to be put in place

- Existing locomotives – funding provided to retrofit
- New design of locomotives will arrive fitted

The team must have a plan so that everyone knows what they are doing

The suppliers need to be part of the team with the same goals

Win the Modal Shift Cup!



- ERTMS is essential to the future success of the railway system
- Success would be improving safety and reducing costs of the railway system, and increasing capacity
- The world is rapidly digitalising – the railway must keep up
- There are many players but we are not yet playing for the same team
- A holistic approach to funding track and train is required
- The infrastructure managers must work with all the railway undertakings to find solutions - not create problems
- The suppliers should support in providing truly interoperable equipment and cheaper solutions

